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1981 3rd QUARTER
1981 3rd Quarter

PALITY OF HAMILTON-WENTWORTH

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Industrial Development Convention and Tourism (416) 526-4222
Toronto Direct 362-1973

Refer to File No.

Attention of

Your File No.

November 4, 1981

MEMORANDUM NO. 248

L Activity Report

TO: The Chairman and Members
Economic Development Committee

RE: 1981 THIRD QUARTER REPORT - YEAR-TO-DATE
ECONOMIC DEVELOPMENT DEPARTMENT

This report is an overview of the activities and results achieved by the various programmes of the Department with regards to the established economic development functions, namely;

I - Industrial/Commercial and Retail

II - Conventions

III - Tourism

IV - Wentworth Heritage Village

The Economic Development Department recommends that this report be accepted.

Respectfully submitted,

John D. Morand
Director - Economic Development

JDM:DRR:sjb

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II. Conventions:

- II.1 Comparision Report of Conferences-Conventions for Hamilton-Wentworth, 1980-1981.
- II.2 Sales Promotions-April-June, 1981
- II.3 Prospects Forwarded - April-June, 1981.
- II.4 Conferences

III. Tourism:

- III.1 Tourist Booths
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IV. Wentworth Heritage Village:

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INDUSTRIAL/COMMERCIAL/RETAIL DEVELOPMENT

I.1

HIGHLIGHTS (THIRD QUARTER)

The North American economy remains sluggish in spite of the fact that interest rates have fallen marginally in recent months. The postal strike and steel industry strike were not conducive to sustained economic growth. However, inquiries which can presage economic activity are up 13% from the same quarter of 1980. On a year-to-date basis, inquiries for 1981 have surpassed those for the entire year of 1980.

To date, 248 firms have been placed at new addresses or have expanded within Hamilton-Wentworth including those shops which have located in Lime Ridge Mall. This activity has increased employment by 1,971 and tax revenue by over 1.26 million dollars

Inquiries are still being handled as a result of our promotion campaign and in this quarter three serious prospects from Europe made special visits to Hamilton-Wentworth to discuss the Region personally.

In addition to the Executive Summary in English and in German, a new brochure has been developed for use by the Industrial Development Section. It details the municipally owned industrial land within the Region and has been highly rated by those who work in the real estate and land development fields as well as others who are interested in establishing a business in Hamilton-Wentworth. Twenty-five hundred copies of The Canadian Entrepreneur included the Hamilton-Wentworth Economic Review in the centrefold portion of the magazine.

The Economic Development Department has input to several committees with The Hamilton and District Chamber of Commerce. Both the Department and the Chamber will continue to benefit from this two-way dialogue.

The following is a list of major Economic Development activities announced in the Third Quarter:

- Standard Life Insurance Office Tower	\$ 50 Million	New
- Canada Packers Rapeseed Processing Plant (\$4 Million Provincial Grant)	\$ 20 Million	Expansion
- Dofasco Steel Plant (Part Ongoing)	\$450 Million	Expansion
- Hamilton Arena	\$ 43 Million	New
- Safeway Multiple-Use Complex	\$Multi-Million	New
- Airport Expansion	\$ 50 Million	Expansion

I.2

NEW INQUIRIES FOR PLANT RELOCATION (1981 YEAR-TO-DATE):

	<u>1976</u>	<u>1977</u>	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>* %</u>
1. Jan. - Feb. - Mar.	64	74	49	33	97	109	+ 12
2. Apr. - May - June	30	72	63	40	65	131	+102
3. July - Aug. - Sept.	43	63	68	59	141	159	+ 13
4. Oct. - Nov. - Dec.	<u>34</u>	<u>43</u>	<u>32</u>	<u>86</u>	<u>45</u>	—	
TOTAL	171	252	212	218	348	399	

* Percentage change with respect to same period of the previous year

I.3

FIRMS PLACED AT NEW ADDRESS (1981 YEAR-TO-DATE):

	<u>1976</u>	<u>1977</u>	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>* %</u>
1. Jan. - Feb. - Mar.	53	33	28	20	38	32	-15.8
2. Apr. - May - June	20	28	34	34	38	34	-10.5
3. July - Aug. - Sept.	30	39	33	38	41	182**344.0	
4. Oct. - Nov. - Dec.	<u>10</u>	<u>30</u>	<u>31</u>	<u>49</u>	<u>42</u>	—	
TOTAL	113	130	126	141	159	248	

* Percentage Change with Respect to Same Period of the Previous Year.

** Includes Lime Ridge Mall. See Details in Text.

Our entry to the Literature Awards Competition for promotional material in the 13th Annual Conference of the Canadian Industrial Development Association has won six prizes for distinction, more than any other Industrial Development organization in Canada.

Special reports were prepared and presented by this Department on the subjects of the CAD/CAM installation, the Banking Proposal, and the Profile for Profit. These reports are marketing studies dealing with the economic environment and the community characteristics to promote the advantages of the Region and to enhance its location for attracting new businesses and to support its position to be considered for major development.

In excess of twenty-five local companies were visited by Departmental Staff to exchange views on development plans or impediments and to advise them of Governmental services and programmes. In some cases, companies are advised and assisted on matters concerning joint venture opportunities with Canadian or foreign companies.

I.4

COMPANIES' INQUIRIES STILL OUTSTANDING (1981 YEAR-TO-DATE):

	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>
1. January - February - March	5	1	13	105
2. April - May - June	3	3	20	123
3. July - August - September	1	6	114	150
4. October - November - December	<u>3</u>	<u>40</u>	<u>30</u>	<u>—</u>
TOTAL	12	50	177	378

TOTAL OUTSTANDING: 617

Inquiries are considered outstanding as long as the company demonstrates continuing interest in expansion or relocation. In some cases, the finding of a suitable property meeting all the company's requirements (rail, cranes, size, services, etc.) can take several years. This Department maintains records of the company's needs and when a property comes on the market, it is matched to the company's requirements.

I.5

COMPANIES' INQUIRIES WITHDRAWN (1981 YEAR-TO-DATE):

	<u>1977</u>	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>
1. January - February - March	12	9	11	25	32
2. April - May - June	12	14	16	16	8
3. July - August - September	14	17	20	13	15
4. October - November - December	<u>23</u>	<u>14</u>	<u>14</u>	<u>20</u>	—
TOTAL	61	54	61	74	55

Interpretation

The above are inquiries that have been withdrawn for such reasons as the following:

	<u>1980</u> <u>TOTAL</u>	<u>1981</u> <u>Yr.D</u>
1. Decided To Expand On Their Existing Property	8	4
2. Were Unable To Raise Additional Financing	6	6
3. Renewed Lease On Existing Facilities	6	6
4. Looked Here But Went Elsewhere	7	12
5. Proposed New Business That Failed To Materialize	20	15
6. Abandoned Development Due To Economic Conditions	<u>27</u>	<u>12</u>
TOTAL	74	55

I.6

COMPANIES LOST (1981 YEAR-TO-DATE):

	<u>1977</u>	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>
1. January - February - March	1	2	2	2	3
2. April - May - June	1	1	1	0	1
3. July - August - September		1		1	0
4. October - November - December	<u>1</u>	<u>1</u>	<u>2</u>	<u>1</u>	<u> </u>
TOTAL	3	5	5	4	4

1981 (YEAR-TO-DATE):

<u>COMPANY</u>	<u>FROM</u>	<u>TO</u>	<u>EMPLOYEES</u>
Hamilton Containers (Q1)	Hamilton	Oakville	3
Naples Macaroni (Q1)	Hamilton	Toronto	12
Halman Manufacturing (Q1)	Stoney Creek	Lincoln	4
Barnard Matthews (Q2)	Hamilton	Burlington	40
TOTAL			59

DOLLAR VALUE OF BUILDING PERMITS
ISSUED BY QUARTER FOR 1981

	1979 TOTAL \$ VALUE	1980 TOTAL \$ VALUE	1981 TOTAL \$ VALUE	1981 IND. & COMM. VALUE	1980 IND. & COMM. %	1981 IND. & COMM. %
<u>ANCASTER</u>						
1st Quarter	1,339,056	2,281,251	1,558,700	146,900	1.88	9.42
2nd Quarter	3,134,840	4,196,536	4,820,944	149,014	41.88	3.09
3rd Quarter	1,785,438	3,492,600	3,031,670	304,320	3.16	10.04
4th Quarter	<u>3,001,155</u>	<u>2,022,126</u>	—	—	<u>12.50</u>	—
	9,260,489	11,992,513	9,411,314	600,234	14.86	6.38
<u>DUNDAS</u>						
1st Quarter	2,982,548	369,251	990,873	5,075	80.95	.51
2nd Quarter	2,928,133	640,070	1,727,698	51,400	9.71	2.98
3rd Quarter	1,043,654	418,755	1,226,454	94,207	14.16	7.68
4th Quarter	<u>2,410,348</u>	<u>281,457</u>	—	—	<u>38.92</u>	—
	9,364,683	1,709,533	3,945,025	150,682	35.94	3.82
<u>FLAMBOROUGH</u>						
1st Quarter	1,083,900	517,450	1,612,462	262,200	45.54	16.26
2nd Quarter	2,794,755	1,677,266	5,003,030	215,400	17.47	4.31
3rd Quarter	3,255,632	2,990,069	2,300,694	214,619	9.18	9.33
4th Quarter	<u>1,161,850</u>	<u>2,202,218</u>	—	—	<u>13.28</u>	—
	8,296,137	7,387,003	8,916,186	692,219	21.37	7.76
<u>GLANBROOK</u>						
1st Quarter	442,269	542,718	403,400	92,800	77.78	23.00
2nd Quarter	846,957	1,456,743	684,180	64,500	8.97	9.43
3rd Quarter	497,676	1,069,622	393,250	41,000	20.94	10.43
4th Quarter	<u>482,271</u>	<u>178,820</u>	—	—	<u>15.66</u>	—
	2,269,173	3,247,903	1,480,830	198,300	30.84	13.39

DOLLAR VALUE OF BUILDING PERMITS
ISSUED BY QUARTER FOR 1981 (Cont'd.)

	<u>1979 TOTAL \$ VALUE</u>	<u>1980 TOTAL \$ VALUE</u>	<u>1981 TOTAL \$ VALUE</u>	<u>1981 IND. & COMM. VALUE</u>	<u>1980 IND. & COMM. %</u>	<u>1981 IND. & COMM. %</u>
<u>STONEY CREEK</u>						
1st Quarter	7,742,590	2,671,900	3,979,900	262,600	9.57	6.60
2nd Quarter	8,797,590	6,076,840	14,911,950	1,479,400	23.50	9.92
3rd Quarter	7,427,220	6,957,850	6,630,850	3,080,700	15.62	46.46
4th Quarter	<u>4,366,850</u>	<u>7,033,050</u>			<u>59.68</u>	
	28,334,250	22,739,640	25,522,700	4,822,700	27.09	18.90
<u>HAMILTON</u>						
1st Quarter	21,015,291	22,418,260	25,353,105	12,988,401	72.52	51.23
2nd Quarter	20,440,558	42,631,813	33,408,938	18,612,357	81.09	55.71
3rd Quarter	15,059,118	24,913,994	27,744,565	20,470,348	65.90	73.78
4th Quarter	<u>24,918,518</u>	<u>29,786,166</u>			<u>69.14</u>	
	81,433,485	119,750,233	86,506,608	52,071,106	72.16	60.19
<u>REGIONAL TOTALS</u>						
1st Quarter	34,605,654	28,800,830	33,898,440	13,757,976	60.81	40.59
2nd Quarter	38,942,833	56,679,268	60,556,740	20,572,071	67.47	33.97
3rd Quarter	29,068,738	39,842,890	41,327,483	24,205,194	45.61	58.57
4th Quarter	<u>36,341,745</u>	<u>41,503,837</u>			<u>61.38</u>	
	138,958,970	166,826,825	135,782,663	58,535,241	58.82	43.11

I.8

FIRMS NEW TO THE REGION (1981 YEAR-TO-DATE):

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$</u>
1. The Video Station 60 King Street West Dundas, Ontario (Q3)	Video Sales & Rentals	3	540.00
2. A.E.S. Data Ltd. 110 King Street West Hamilton, Ontario (Q3)	Computer Systems	14	1,400.00
3. Acme Steel Co. 24 Lloyd Street Hamilton, Ontario (Q1)	Steel Service (Manufacturing)	1	300.00
4. Cole Sherman & Assoc. Ltd. Engineering Consultants Suite #1011 105 Main Street East Hamilton, Ontario (Q2)	(Commercial)	5	900.00
5. Country Pete's Furniture 2448 Barton Street East Hamilton, Ontario (Q3)	Retail Furniture	5	3,600.00
6. Electronite Canada Ltd. 41 Brockley Drive Hamilton, Ontario (Q3)	Electronic Components Warehousing	4	1,800.00
7. Engine Sales & Service 2434 Barton Street East Hamilton, Ontario (Q1)	Motorcycles (Service)	4	2,000.00
8. Hess Concrete Stone Mach. 1262 Stone Church Road Hamilton, Ontario (Q2)	Block Production Equipment (Manufacturing)	4	2,000.00
9. Home & Rural Appliance 317 Nash Road North Hamilton, Ontario (Q1)	Retail Appliances (Retail)	2	1,200.00
10. Houghton Rust Control Unit #2 41 Brockley Drive Hamilton, Ontario (Q3)	Automotive Rust Control	3	1,080.00

FIRMS NEW TO THE REGION (1981 YEAR-TO-DATE) (Cont'd):

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$</u>
11. Lo Foods (Sobeys Stores) 1015 Barton Street East Hamilton, Ontario (Q2)	Retail Grocers (Retail)	12	12,000.00
12. The Office People 237 Locke Street South Hamilton, Ontario (Q1)	Office Products (Retail)	4	200.00
13. The Pickle Man 25 Dickson Street Hamilton, Ontario (Q3)	Food Processing	5	576.00
14. Procan Ltd. 419 Rennie Street Hamilton, Ontario (Q1)	Propane Conversion (Manufacturing)	6	800.00
15. Velvet Ritz S.A. 150 Hempstead Hamilton, Ontario (Q2)	Velvet Manufacturers (Manufacturing)	20	9,600.00
16. The Video Station 222 King Street East Hamilton, Ontario (Q3)	Video Sales & Rentals	2	360.00
17. Norglass Fiberglass Co. 509 Arvin Avenue Stoney Creek, Ontario (Q2)	Automotive Parts (Manufacturing)	2	900.00
18. Volcano Inc. 429 Dewitt Road Stoney Creek, Ontario (Q1)	Heating Equipment (Service)	3	600.00
19. Lime Ridge Mall (See Item I.8 a)	Retail	<u>1,200</u>	<u>125,000.00</u>
TOTAL		1,299	164,896.00

I.8 a

LIME RIDGE MALL

The figures used in this section will serve to illustrate the number of new stores (excluding the key anchor stores; Sears, Robinson's, Eaton's, and Dominion)* which have been established in the Mall. Also given are the approximate number of new employees and new business taxes which will be generated. This is a one-time only category and is listed separately from the regular headings.

* The total employment and realty tax revenue was reported in the 1980 Year-End Report including the four major stores. The figures shown here detail only the business taxes and employment generated by the 161 shops in the mall.

NUMBER OF NEW STORES	161
TOTAL NUMBER OF NEW EMPLOYEES	1,200
APPROXIMATE NEW BUSINESS TAX GENERATED	\$125,000.

LIME RIDGE MALL, HAMILTON

A & A Records	Bowrings
Additionelle	Braemar
Adler's Drapery & Carpet	Cadet Cleaners
Agnew	The Card & Candle Shop
Al Deliciozo Italian Food	The Card Shop
Aldo Boutique	Carlos and Harry's
Antels	Caryl Baker Visage
Ashley Jewellers	China Arts
Astral Photo	China Panda
Athlete's World	Ciro's
Ava Electronics	Clark Shoes
Ay-Jays	Classic Book Shop
Baffi	The Clock Gallery

Baldwin	Cloke's Stationery
Bag-It	Coles
Bank of Montreal	Collacutt Luggage
Bata Shoes	Collegiate Sports
Belinda & Brother	Compucentre
BH Emporium	Couples
Big Steel	Cultures
Birks	D'Allairds
Blacks	Dalmy's
Blooms	Dapper Dan
The Body Shop	Dexter
Bootlegger	Dolan Shoes
Don Carlos	Home China & Gift
Duet Shoes	House of Knives
The Earl of Switch	Humdinger
Embassy Cleaners	Hunts Bakery
Fairweather	Infini
Famous Players Cinemas	Irene Hill
Fanny's	J. Michaels
Fay Jacksons	Jacqui's
Feathers	Japan Camera
Foamcoil Bedding Centre	Jean Machine
Foot Locker	Jellybeans-The Fun Factory

For Goodness Sake	Jordan Wine
Four Seasons	Julia
Frames'n Things	Junors
Jack Fraser and Loft	Kevin James
Freedom	The Key Shop
Frill Seekers	Kiddie Kobbler
Frontier Fruit & Nut	Kids World
George Richards	Kinney Shoes
Golden Dolphin	Kinsie Wool Shop
Grandma Lee's	Lamplighter
Harrison's	Laura Secord
Henry's Cameras	Leather Attic
Hi-Lo Fashions	Le Chateau
Hodgskiss Photography	Le Chateau
Lewiscraft	Petrocelle
Lighting Unlimited	The Picture Store
Lizanne's	Points East
Lucas & King Travel	Pot Pourri
Maher	Radio Shack
Mappin's Jewellers	Rehak Pastries
Marie-Claire	Reitmans
Marks and Spencer	Salon Donato
The May Co.	Samco Radio

Melinda	The Sausage House-Parrs
Merle Norman	The Second Cup
Micro Cooking Centre	Sewing Machines/World
The Ming Tree	Shirley K Maternity
Mister Sound	Shirt Stop
Mmmuffins	Shopper's Drugmart
Naturalizer	Shorney's Optician
O. B. Allan	Sideffects
The Old Cookhouse	Smiles Dental Centre
Ostranders	Southern Fashions
P-3	Star Men's Wear
Pantorama	St. Clair
Pearson Insurance	Steak & Burger
People's Jewellers	Stitches
Petits	Sugar Plum
Petland	Suzy Shier
Thrifty's	United Cigar Store
Tim Horton Donuts	Venus Lingerie
Tip Top Tailors	Victoria & Grey Trust
Treats	W. H. Smith
The Tub	Walters Jewellers
	Willie Woozle

I.9

FIRMS NEWLY FORMED (1981 YEAR-TO-DATE):

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$</u>
1. Ancaster Tool Co. Ltd. Unit # 6, 701 Trinity Road Ancaster, Ontario (Q2)	General Machining (Manufacturing)	3	900.00
2. Don Lancaster Wholesale 1284 Filman Road Ancaster, Ontario (Q3)	Wholesale Office Equipment	2	200.00
3. Commercial Print & Design Unit #2 41 Brockley Drive Hamilton, Ontario (Q3)	Print Shop	2	180.00
4. The Eliminator 928 Barton St. E. Hamilton, Ontario (Q2)	Energy Conservation (Service)	3	860.00
5. Flea Markets International Retail 210 Main Street East Hamilton, Ontario (Q1)		10	4,400.00
6. Hanmer Investigations 85 Cannon Street West Hamilton, Ontario (Q1)	Security Services	30	250.00
7. Lynfield Rubber 150 Hempstead Drive Hamilton, Ontario (Q1)	Protective Coatings (Manufacturing)	3	960.00
8. Moore Gallery 34 Hess Street Hamilton, Ontario (Q1)	Art Gallery	2	1,000.00
9. Price, Hay & Partners 180 Walnut Street South Hamilton, Ontario (Q2)	Advertising (Service)	5	1,800.00
10. Solid Machine Shop 220 Hempstead Drive Hamilton, Ontario (Q1)	Machine Shop (Manufacturing)	3	960.00
11. Sons of Italy Senior Citizens' Complex Emerald Street North Hamilton, Ontario (Q1)	Seniors' Housing	2	N/A

FIRMS NEWLY FORMED (1981 YEAR-TO-DATE) (Cont'd.):

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$</u>
12. Southern Pride Poultry One Hillyard Street Hamilton, Ontario (Q2)	Poultry Processing (Manufacturing)	6	4,000.00
13. Telsec Business Centres 100 Main Street East Hamilton, Ontario (Q2)	Office Services (Service)	5	12,000.00
14. Tim Horton Donut Ltd. 200 Barton Street East Hamilton, Ontario (Q1)	Franchise	15	3,500.00
15. John Georgakakas R. R. # 1 Smithville, Ontario (Q2)	Chicken Processing (Manufacturing)	100	28,000.00
16. A-Fab 327 Hilton Drive Stoney Creek, Ontario (Q1)	Steel Fabricating	6	1,200.00
17. Eastern Sandblasting 46 Community Avenue Stoney Creek, Ontario (Q3)	Service Firm	4	1,260.00
18. Flo Components Ltd. 530 Seaman Street Stoney Creek, Ontario (Q1)	Fluid Controls (Service)	3	200.00
19. Lincolnair Heating & Air Conditioning 326 Hilton Drive Stoney Creek, Ontario (Q2)	Manufacture and Install Control Systems (Manufacturer)	27	3,000.00
20. M.M. Products Ltd. 456 Arvin Avenue Stoney Creek, Ontario (Q3)	Bathroom Enclosures	5	3,600.00
21. Serv Steel Ltd. 530 Seaman Street Stoney Creek, Ontario (Q1)	Steel Fabricating (Manufacturing)	2	300.00

FIRMS NEWLY FORMED (1981 YEAR-TO-DATE) (Cont'd.):

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$</u>
22. Stoney Creek Spring Service 443 Seaman St. Stoney Creek, Ontario (Q2)	Maintain Truck Springs (Service)	6	900.00
23. Unit Rebuild 335 Leaside Avenue Stoney Creek, Ontario (Q2)	Rebuild Electrical Motors (Service)	2	900.00
24. W. Austin Poultry Equipment Ltd. 513 Arvin Avenue Stoney Creek, Ontario (Q2)	Food Processing Equipment (Service)	1	900.00
TOTAL		247	71,200.00

I.10

INTERNAL MOVES (1981 YEAR-TO-DATE):

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$</u>
1. Barton Discount 2440 Barton Street East Hamilton, Ontario (Q1)	Retail	2	2,000.00
2. Beehive Arts 36 Hess Street Hamilton, Ontario (Q1)	Retail Crafts	0	600.00
3. Brytor International 709 Main Street West Hamilton, Ontario (Q2)	Overseas Importing & Exporting (Service)	0	8,600.00
4. Canadian Centre for Occupational Health & Safety 250 Main Street East Hamilton, Ontario (Q2)	Health & Safety Consultants (Service)	5	15,000.00
5. Co-Graphics 795 King Street Hamilton, Ontario (Q1)	Graphic Equipment (Service)	3	2,600.00
6. Colony Pine Ltd. 90 Adair Avenue Hamilton, Ontario (Q2)	Furniture (Manufacturing)	1	200.00
7. D.J. Westaway 50 Nebo Road Hamilton, Ontario (Q2)	Parts Distribution for Textile Industry (Service)	0	1,800.00
8. Domglass Inc. 81 Lloyd Street Hamilton, Ontario (Q2)	Fibreglass Moulding (Manufacturing)	50	28,800.00
9. Fortinos 399 Greenhill Avenue Hamilton, Ontario (Q1)	Supermarket (Retail)	61	10,000.00
10. Fox Refrigeration 50 Nebo Road Hamilton, Ontario (Q1)	Refrigeration Contractors (Service)	1	4,200.00

INTERNAL MOVES (1981 YEAR-TO-DATE) (Cont'd.):

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$</u>
11. Hamilton Hydro Hempstead Drive Hamilton, Ontario (Q2)	Storage Yard (Service)	0	N/A
12. Hoffman Co.Ltd. 55 Hillyard Street Hamilton, Ontario (Q2)	Welding Shop (Service)	1	1,550.00
13. J.T. Donald Consultants Ltd. 190 Hempstead Drive Hamilton, Ontario (Q2)	Construction Consultants (Service)	1	900.00
14. Jewish Community Centre Macklin Street Hamilton, Ontario (Q2)	Senior Citizens	0	N/A
15. Moore Auto Supply 85 Queen Street North Hamilton, Ontario (Q2)	Supply Body Work Materials (Service)	0	2,100.00
16. Northern Performance 520 Parkdale Avenue North Hamilton, Ontario (Q1)	Automotive Parts (Service)	1	1,500.00
17. Pacemaker Data 100 Main Street East Hamilton, Ontario (Q2)	Computer System (Service)	10	1,200.00
18. Parkway Toyata 191 Centennial Parkway Hamilton, Ontario (Q2)	Auto Dealership (Retail)	9	5,000.00
19. Roban Screen Print 40 Leeming Street Hamilton, Ontario (Q1)	Screen Printers (Manufacturing)	1	2,000.00
20. United Technology 618 Wentworth Street N. Hamilton, Ontario (Q2)	Steel Fabricating (Manufacturing)	2	6,000.00

INTERNAL MOVES (1981 YEAR-TO-DATE) (Cont'd.):

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$</u>
21. Custom Iron 33 Idlewilde Avenue Stoney Creek, Ontario (Q3)	Steel Fabricating	8	5,760.00
22. Dundas Tire Centres 380 Grays Road Stoney Creek, Ontario (Q2)	Tire Centre (Service)	18	4,800.00
23. E. N. Tool Supply Ltd. 367 Barton Street East Stoney Creek, Ontario (Q2)	Tool & Equipment Supplier (Manufacturing)	3	1,900.00
24. Hamilton Plastic Fabricators 354 Dosco Drive Stoney Creek, Ontario (Q2)	Plastic Injection (Manufacturing)	0	5,000.00
25. Nella Cutlery Ltd. 350 Dosco Drive Stoney Creek, Ontario (Q2)	Cutlery Manufacturing	2	3,600.00
26. Overland Western Seaman Street Stoney Creek, Ontario (Q2)	Trucking Terminal (Service)	0	17,000.00
27. Regional Die Casting 47 Idlewilde Avenue Stoney Creek, Ontario (Q3)	Custom Moulding	20	26,400.00
28. Ronson Industrial Inc. 232 South Service Road Stoney Creek, Ontario (Q3)	Steel Fabricating	5	3,600.00
29. Stoney Creek Truck Centre 332 Jones Road Stoney Creek, Ontario (Q1)	Truck Repair (Service)	1	600.00
TOTAL		205	162,710.00

I.11

NEW SPECULATIVE CONSTRUCTION (1981 YEAR-TO-DATE):

<u>COMPANY</u>	<u>LOCATION</u>	<u>APPROXIMATE NEW TAXES \$</u>
1. Hamilton General Homes 208 Ottawa Street North Hamilton, Ontario (Q1)	1180 Stone Church Road East	3,000.00
2. Regional Property Management 505 King Street West Hamilton, Ontario (Q2)	New Retail Development	5,000.00
3. Mr. N. Canfono 460 York Boulevard Hamilton, Ontario (Q2)	New Retail Development	9,000.00
4. Strobis Investments Ltd. 989 Pape Avenue Toronto, Ontario (Q3)	180 James Street South	21,000.00
5. Dunal Enterprises 2753 Barton Street East Stoney Creek, Ontario (Q3)	208 Highland Road	4,800.00
6. Zabel Brothers 429 Dewitt Road Stoney Creek, Ontario (Q3)	429 Dewitt Road	12,000.00
<hr/>		
TOTAL		54,800.00

I.12

MAJOR EXPANSIONS-(OVER \$100,000.00) (1981 YEAR-TO-DATE):

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$</u>
1. Sandco Automotive Highway #6 Flamborough, Ontario (Q1)	Rocker Arms (Manufacturing)	28	14,000.00
2. Bridge & Tank Co. 390 Gage Avenue North Hamilton, Ontario (Q1)	Steel Products (Manufacturing)	50	90,000.00
3. Burlington Steel Ltd. 319 Sherman Avenue N. Hamilton, Ontario (Q2)	Additions to Steel Mill (Manufacturing)	5	10,000.00
4. Famous Players Theatres Ltd. Limeridge Mall Hamilton, Ontario (Q2)	4-Plex Cinema (Service)	25	9,000.00
5. Jackson Square (Phase IV) 100 King Street West Hamilton, Ontario (Q3)	Office Complex	N/A	600,000.00
6. Ontario Auto Body Ltd. 322 Gage Avenue North Hamilton, Ontario (Q2)	New Shop (Service)	2	5,000.00
7. Pacemaker Data 100 Main Street East Hamilton, Ontario (Q3)	Computer Systems	10	1,200.00
8. Decor Precast Company 40 Idlewilde Stoney Creek, Ontario (Q1)	Concrete Products (Manufacturing)	10	4,000.00
9. Secord Manufacturing 20 Teal Avenue Stoney Creek, Ontario (Q3)	Steel Fabricating	30	49,920.00
10. Wabco Ltd. 475 Seaman Street Stoney Creek, Ontario (Q3)	Braking Systems for Rail Cars	10	24,576.00
TOTAL		170	807,696.00

I.13

SUMMARY OF FIRMS PLACED (1981 YEAR-TO-DATE):

	<u>NUMBER</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$</u>
Firms New to the Region	179	1,299	164,896.00
Firms Newly Formed	24	247	71,200.00
Internal Moves	29	205	162,710.00
Speculative Construction	6	N/A	54,800.00
Major Expansions	<u>10</u>	<u>170</u>	<u>807,696.00</u>
TOTAL	248	1,921	1,261,302.00

I.14

SUMMARY OF FIRMS PLACED BY MUNICIPALITY (1981 YEAR-TO-DATE):

	<u>1ST QUARTER</u>	<u>2ND QUARTER</u>	<u>3RD QUARTER</u>	<u>TOTAL</u>
Ancaster	0	1	1	2
Dundas	0	0	1	1
Flamborough	1	0	0	1
Glanbrook	1	1	0	2
Hamilton	24	23	171	218
Stoney Creek	<u>7</u>	<u>9</u>	<u>9</u>	<u>25</u>
TOTAL	33	34	182	249



THE REGIONAL MUNICIPALITY OF HAMILTON-WENTWORTH

Economic Development Department
Century 21, 100 Main Street East
P.O. Box 910, Hamilton, Ontario L8N 3V9

Industrial Development Convention and Tourism (416) 526-4222
Toronto Direct 362-1973

Refer to File No.

Attention of

Your File No.

THIRD (3RD) QUARTER UPDATE

VISITOR AND CONVENTION SERVICES

CONVENTIONS

Progress to date, report end of October, 1981:

No. of conventions/trade shows	144
No. of delegates	66,435
Revenue factor	16,608,750.

<u>Forecast for 1981</u>	<u>To date % of Forecast</u>
No. of conventions/trade shows	155 92.9%
No. of delegates	74,500 89.2%
Revenue factor	16,615,000. 99%

- * It should be noted that most meeting planners have noticed an attendance drop off throughout North America of approximately 10% delegate attendance.
- * We assisted in the development of six invitation bids to invite National Associations to convene their annual conference in Hamilton-Wentworth at the next open eastern date.
- * Three (3) familiarization tours were co-ordinated by our department to convince the decision makers to meet in our Region.
- * There has been a noticeable increase in the number of associations approaching the department for suggestions on improving their conference attendance. Part of the new brochure in 1982 will contain suggestions and will be used as a marketing tool.
- * We organized, hosted and prepared visual and editorial content for eight (8) convention writers from Meetings and Convention publications.

- * We continue to forward many leads or possible business to the Hamilton Convention Centre and the downtown hotels.
- * As a result of a 1980 European trip we were instrumental in bringing 500 international students to McMaster for 6-8 weeks. Estimated revenue for the community was over \$500,000. This project which could develop into a longer term contract that will employ 100 local students.
- * Attended the annual Ontario Association of Convention Bureaux conference.
- * Also a trade show/marketplace was held for 52 Sports Associations (leads forwarded to Convention Centre and hotels)
- * Weekly sales trips to Toronto will continue as this is our most productive local market.
- * 260 associations were contacted on a one-to-one basis during during this quarter.
- * Attended the National Jaycee conference in Ottawa and won the bid to host the Canadian National in Hamilton in 1983.
- * August 9-13 in Vancouver at the Institute of Association Executives the largest sales team (9) attended to promote Hamilton-Wentworth on four separate occasions to the 350 delegates.
- * September 22-24, Meeting World 1981, Atlantic City, promotion to over 400 meeting planners from the United States.

- * If Hamilton-Wentworth is to continue to increase its share of the Conference Market we must be in a position to offer convention planners additional bedroom accommodation in the immediate area of the Hamilton Convention Centre.

As Hamilton is one of the major convention sites in Ontario many of the larger associations will convene here on a regular rotation basis, however because of increasing membership they find that due to the lack of bedroom space they must seek conference facilities in other locations.

To name a few: (1) Ontario Federation of Agriculture
(2) Alcohol & Drug Concerns -

The loss of this conference is worthy of note as they traditionally meet between Christmas and New Year when all conference facilities are in low demand.

Four associations that confirmed Hamilton-Wentworth as their location for 1982-83 have since cancelled because of lack of sufficient hotel space:

- (1) Federation of Canadian Municipalities
- (2) Canadian Association of Municipal Administrators
- (3) Canadian Municipal Personnel Administrators
- (4) Canadian Association of Chiefs of Police

At the time these associations selected Hamilton the local representatives were confident that additional hotel accommodations would be in place adjoining the Convention Centre.

Organizations requiring 700-1000 bedrooms frequently request our assistance.

On several occasions we have been unable to assemble sufficient rooms because another association has booked even a small meeting and thus made it impossible to reserve the number of rooms to house the delegates.

TOURISM

Tourist Information Booths

Throughout the months of July, August and September, 39,311 people registered at our tourist information centres. The breakdown is as follows:

Royal Botanical Gardens	14,305
African Lion Safari	12,272
Clappison's Corners	5,075
Confederation Park	7,659

Also, through the kindness of the Lady Hamilton Club volunteers, our booth at the Royal Botanical Gardens remained open throughout the month of September, with another 1,610 tourists registering. This brought our total to 52,688 tourists for the season, an increase of 22.9% over last year.

Sales Promotions

Michigan Trailways Familiarization Tour - Sept. 20th and 21st, 1981 - Co-sponsored by Canadian Government Office of Tourism. Detroit, with 25 travel influencers visiting our area. Our department hosted a breakfast, showed our A/V presentation and distributed tourist literature.

London Free Press Travel Show - Sept. 25-27, 1981 - This show was very well attended, with over 15,000 people visiting our booth. A draw for a "Weekend in Hamilton-Wentworth" was held.

Michigan Trailways Travel and Vacation Show - Flint, Michigan -
Sept. 26th and 27th, 1981 - Along with our Department, our Region was represented by the Royal Connaught Hotel, Dundurn Castle, Hillcrest Group of Fine Restaurants and the African Lion Safari. Approximately 20,000 people visited our booth during the 2 day period. A draw for "Win a Weekend in Hamilton-Wentworth" was held.

Canadian Government Office of Tourism - Winter Product Launch Marketplaces -
These shows were held in Dearborn, Grand Rapids and Saginaw, Michigan from September 28th through October 1st, 1981. Over 2,000 tour operators, group leaders and travel agents visited our booth in Dearborn, another 400 in Grand Rapids and Saginaw. Over 5,000 brochures on various attractions in the Region were distributed at these marketplaces.

Guided Tours

Our department planned tours for 14 bus groups during the period of June to September, 1981. We also arranged many outings and bus tours for convention groups during this time.

November 5th, 1981.

REPORT OF CURATOR
THIRD QUARTER - WENTWORTH HERITAGE VILLAGE

TO: Chairman and Members,
Economic Development Committee

1. Administration

1.1 Planning

On October 26th, the Economic Development Committee approved a recommendation that a traffic study be undertaken on the impact of opening a Highway 8 access on the new forest tract road, which has now been transferred to the Village; that the Ministry of Transportation and Communications be contacted to discuss requirements for such access; that cost estimates for construction of an access and improvement of existing roads be obtained from Regional Engineering Services; and, that the detailed plans, cost analysis and recommendation be prepared for review by Council.

The first meeting of the Master Plan Terms of Reference Committee has been set for Sunday, November 1st at 1:00 p.m. at the Curator's residence at the Village.

1.2 Organization and Management

A 1981 financial summary, including revenue and expenditures data projected to the end of this year, is attached.

1.3 Fund-Raising

The application to the Canada Community Development Projects Programme for 1982 was submitted on deadline. An announcement is expected in November. If approved, the grant of approximately \$34,000. would pay for three (3) Museum Technicians who would work under Assistant Curator Barb Lang, on a project to transform the Village landscape into more authentic heritage character; one would be in charge of farm, gardens and nature trails; another of roads, drive sheds, fences and draught animals; and a third of the building themselves, particularly their energy-related aspects such as stoves, fireplaces, windows, etc. The three technicians will do interpretation as well as the physical preparation of these aspects of the Village landscape.

1.4 Relations with Other Institutions and Agencies

Staff participated in the Ontario Historical Association Museums Section Conference in Hamilton, providing a display and hosting a tour of the Village.

1.5 Evaluation: Public Response

The October Report on attendance is attached. We had excellent school tour attendance this month, and both Thanksgiving and Photographers' Weekend drew over 400 visitors, very good for this time of year. The good results this month (about 50% over last October) allow our cumulative figures to recover somewhat from the summer shortfall. By year's end, we hope to be 10% ahead of 1980 total attendance.

Some useful statistics based on September 30th, 1981 figures: for all visitors, one ticket is sold for every 2.85 visitors - i.e., the average visitor group is 2.85 persons. 55% of tickets sold are adults, 15% are students or seniors, 8% children's tickets, 20% family tickets, and 2% decals. 22% of our visitors come on group tours.

2. Capital

2.1 Physical Facilities and Grounds

The Print Shop has been re-roofed, a chimney, stove and piping added, so that it now can be heated, facilitating our printer's demonstrations and the bookbinding classes that have just concluded there. Fire extinguishers have been installed in every building, and a plan distributed to all staff; a fire extinguishing training drill was held with staff, and security guards will now do monthly checks on the extinguishers. The floor of the second level of the D'Aubigny Inn has been reinforced, eliminating a definite hazard. A system of eight (8) numbers has been installed on the nature trail, and an interpretative guide to the trail is being printed for hand-out to visitors. The antique telephone system has been rewired and is now being used again, with seven (7) phones. This will improve the communications within the Village, and at the same time, provide a demonstration of the early telephones with their hand cranks. The radios formerly used will now function for security only.

2.2 Collections: Buildings and Artifacts

2.2.1 Mr. and Mrs. G. Hamilton of Millgrove have donated a Bible printed in 1804, inscribed as the "pulpit bible for the Brock Road Church, Feb. 18, 1866".

2.2.2 Research

Shoe industry historian John Thornton from the U. K. visited the Village and Research Officer Norah Kozicz took notes on the shoe collection. The Costumes Curator from the R.O.M. also visited, and Barb Lang conferred with her particularly on issues of conservation of the costumes and textiles.

3. Programmes

3.1 Interpretation

A Royal Botanical Gardens conservationist has prepared our Nature Trail guide, and it will be distributed at the gate with the brochure. Visitors will now be able to follow an eight-step numbered trail with interpretation.

3.2 Extension

In October, we continued the display at the Terryberry Library in Hamilton (to October 30th), and at Zehr's in Ancaster (same dates). We also set up the new photo display at the Cambridge branch of the Ontario Historical Society (October 3rd), the Rockton Fair (October 10th to 12th), the Ontario Historical Society Museums Section workshop in Hamilton (October 15th to 17th), in the storefront window of the Hamilton History Association (October 18th to 31st) and at the University of Guelph conference on agricultural history (October 31st).

3.3 Marketing and Audience Development

Some 45 friends and guests attended the successful "thank-you" dinner in the Tea Room. A first meeting of the Friends is planned for November 20th, to be announced in "The Villager".

Respectfully submitted,

Barry Lord,
Curator.

5 November 1981

MEMORANDUM NO. 36

TO: Chairman and members,
Wentworth Heritage Village Historical Advisory Board

RE: 1981 Financial Projection (for information)

1. Revenue Projection, to Dec. 31, 1981

No.	Source	Budget	Received to Oct. 25	% to date	Projection to Dec. 31	% of Budget
41	<u>Visitor Revenue</u>					
10	Gate Receipts	\$70,000	\$28,293.50	40 %	\$30,477.90*	44 %
15	Tours	14,000	6,448.50	46	6,956.50*	50
21	Gift Shop	20,000	15,918.30**	80	17,137.50**	86
20	General Store &					
25	Tea Room	16,500	15,079.60**	91	16,248.00**	98
	<u>Total Visitor Rev.</u>	<u>\$120,500</u>	<u>\$65,739.90</u>	<u>55 %</u>	<u>\$70,819.90</u>	<u>59 %</u>
75	<u>Grants Revenue</u>					
	Ontario:					
10	Culture & Rec.	\$12,000	\$ --	0 %	\$33,516.78	279 %
20	Experience 81	3,321	3,321.00	100	3,321.00	100
85	Federal:					
10	CCDP	40,144	10,036.00	25	36,129.60	90
20	Summer Youth	9,305	8,374.00	90	8,448.18	91
	<u>Total Grants Rev.</u>	<u>\$64,770</u>	<u>\$21,731.00</u>	<u>34 %</u>	<u>\$81,415.56</u>	<u>126 %</u>
90	<u>Transfers</u>					
10	From Reserves	\$ 5,000	\$ 3,000.00	60 %	\$ 5,000.00	100 %
	From Contingency	52,000	52,000.00	100	52,000.00	100
	<u>Total Transfers</u>	<u>\$57,000</u>	<u>\$55,000.00</u>	<u>96 %</u>	<u>\$57,000.00</u>	<u>100 %</u>
	<u>TOTAL REVENUE</u>	<u>\$ 242,270</u>	<u>142,470.90</u>	<u>59 %</u>	<u>\$209,235.46</u>	<u>86 %</u>

* Projection based on conservative estimate of 200 visitors/week for remaining 10 weeks of season, spending average \$2.54/visitor, 43% on gate receipts, 10% on tours, 24% in gift shop, 23% Tea Room. Average and % distribution based on Sept. 30, 1981 figures.

** Gross revenue, not net.

2. General Levy Projection, 1981

		<u>Projected</u>			
		<u>Budget</u>	<u>Actual</u>	<u>+/-</u>	<u>% Difference</u>
Expenditures		\$320,365	317,523	- 2,842	- 1 %
Revenue		<u>242,270</u>	<u>209,236</u>	-33,034	- 14
GENERAL LEVY		\$ 78,095	108,287	+30,192***	+ 39 %

*** This will be compensated by an underexpenditure of about \$30,000 due to the impracticality of a budgeted item at the Pumphouse.

Rain report: To September 30, over 175 open days, we have had 37 days (21%) of rain. In the crucial months of August and September, rain reached 41% (11 of 27 open days), and 30% (8 days in 27) respectively.

